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PAPER MERCHANT SALES REPORT February, 1990

(by NPTA Region)	Sales per Selling Day February, 1990 Compared to February, 1989	Sales per Selling Day February, 1990 Compared to January, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of February 1989	1990	Calendar Day Cost of ending January Inventory 1989	1990
INDUSTRIAL							
1	+ 7.4	+ 9.3	+ 6.8	39	40	68	57
2	+10.3	+ 7.7	+ 6.9	39	38	61	54
3	+ 0.7	+ 3.6	+ 0.3	39	38	66	54
4	+ 0.1	+ 1.8	- 3.6	38	36	66	53
5	+ 8.3	- 4.6	+ 8.8	34	33	61	57
6	+ 0.9	- 4.4	+ 2.0	43	38	69	64
7	+ 7.8	+ 1.9	+ 4.0	33	32	60	52
8	+ 4.9	+ 3.7	+ 1.6	36	35	71	59
9	+ 8.7	- 2.7	+ 9.0	22	35	68	50
NY	+ 6.7	0.0	+ 6.4	50	45	50	**
CHICAGO	- 7.0	- 0.3	- 8.8	36	39	47	78
LA	+ 5.1	- 2.8	+ 3.4	43	40	72	59
US	+ 4.5	+ 1.5	+ 2.8	38	37	64	55
PRINTING							
1	- 4.6	+ 2.7	- 4.2	46	43	60	49
2	+ 4.0	+ 8.2	+ 0.6	41	42	62	66
3	+ 6.2	+ 2.8	+ 2.3	38	39	86	84
4	+ 3.1	- 5.9	+ 4.3	42	41	67	65
5	+ 5.7	- 3.2	+ 4.5	37	36	72	73
6	+ 4.2	+ 2.2	+ 0.3	40	38	82	74
7	+ 5.3	+ 5.6	+ 2.5	35	36	78	64
8	+17.3	+16.2	+ 6.3	35	36	73	73
9	+ 6.2	- 3.2	+ 5.1	25	35	68	57
NY	+ 2.5	+ 6.4	+ 1.7	44	45	64	57
CHICAGO	+ 4.2	+11.4	+ 2.5	37	39	81	70
LA	- 1.0	- 1.6	+3.6	39	39	89	72
US	+5.0	+ 3.5	+2.7	39	39	75	70

COMMENTS ON FEBRUARY'S SALES CHANGES. February was better than January or the end of 1989. *INDUSTRIAL* sales changes for February, 1990 over February, 1989 are the highest since October; only Regions 5, 6 and 9 are lower than January, and Regions 5 and 9 were the highest in January. *PRINTING* sales increases for February were satisfactory, considering the lower prices paid to the mills. The regional variations are different than in the past few months. Region 8 is by far the highest, but February 1989 was fairly low.

DAYS OUTSTANDING for February are virtually unchanged from 1989 and lower than in January. **INVENTORY DAYS** for January are below both last year and December of 1989.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

We apologize for our typo which labeled the headings for the years for January's days outstanding as 1988/1989 rather than 1989/1990.

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5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
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LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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